



Setting the standard
for energy-efficient homes®

SECOND QUARTER 2023 SUPPLEMENTAL DATA

**LIFE.
BUILT.
BETTER.®**

Orders and Absorptions

Quarterly Orders and Absorptions by State & Region

	3Q21	Monthly	4Q21	Monthly	1Q22	Monthly	2Q22	Monthly	3Q22	Monthly	4Q22	Monthly	1Q23	Monthly	2Q23	Monthly
	Orders	Absorption	Orders	Absorption	Orders	Absorption	Orders	Absorption	Orders	Absorption	Orders	Absorption	Orders	Absorption	Orders	Absorption
Arizona	550	4.8	559	4.8	550	4.6	560	3.9	232	1.4	198	1.3	704	5.2	484	3.5
California	319	5.6	242	4.0	346	5.1	355	4.3	187	1.9	246	2.6	420	4.3	366	3.5
Colorado	207	4.2	193	3.9	209	4.0	160	2.9	37	0.7	18	0.3	162	3.2	140	2.7
West Region	1,076	4.9	994	4.4	1,105	4.6	1,075	3.8	456	1.5	462	1.6	1,286	4.5	990	3.4
Texas	1,070	5.4	1,127	5.3	1,296	5.8	1,096	4.7	635	2.7	614	2.6	1,073	4.4	1,065	4.3
Central Region	1,070	5.4	1,127	5.3	1,296	5.8	1,096	4.7	635	2.7	614	2.6	1,073	4.4	1,065	4.3
Florida	534	4.9	500	4.2	572	4.7	685	5.6	531	5.0	252	2.8	376	4.1	393	3.9
Georgia	176	5.3	161	4.0	220	4.9	225	5.2	175	3.6	117	2.1	195	3.3	208	3.4
No. Carolina	347	4.4	345	4.4	373	4.5	391	4.3	251	2.8	182	2.2	284	3.6	329	4.5
So. Carolina	100	3.7	126	3.4	154	3.8	144	3.2	137	3.1	94	2.6	155	4.0	243	4.8
Tennessee	138	4.8	114	3.6	154	3.9	151	3.9	125	3.5	87	2.8	118	4.4	112	3.7
East Region	1,295	4.7	1,246	4.1	1,473	4.5	1,596	4.7	1,219	3.8	732	2.5	1,128	3.8	1,285	4.1
Total	3,441	5.0	3,367	4.5	3,874	4.9	3,767	4.4	2,310	2.7	1,808	2.2	3,487	4.2	3,340	3.9

Orders and Absorptions (CY/PY)

Quarterly Orders and Absorptions by State & Region (CY/PY)																
	3Q21		4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23	
	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions	Orders	Absorptions
Arizona	-22%	-25%	15%	1%	-9%	-25%	-10%	-34%	-58%	-70%	-65%	-73%	28%	13%	-14%	-10%
California	-37%	-21%	-14%	-22%	21%	-6%	3%	-27%	-41%	-65%	2%	-35%	21%	-16%	3%	-19%
Colorado	10%	-20%	-8%	-39%	24%	-18%	-12%	-31%	-82%	-84%	-91%	-92%	-22%	-20%	-13%	-7%
West Region	-24%	-25%	2%	-14%	5%	-19%	-6%	-31%	-58%	-70%	-54%	-64%	16%	-2%	-8%	-11%
Texas	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%	-46%	-51%	-17%	-24%	-3%	-9%
Central Region	-10%	-14%	11%	-5%	16%	-5%	0%	-22%	-41%	-49%	-46%	-51%	-17%	-24%	-3%	-9%
Florida	9%	6%	12%	-8%	19%	-10%	46%	14%	-1%	1%	-50%	-33%	-34%	-13%	-43%	-30%
Georgia	2%	30%	10%	-27%	34%	-16%	17%	-10%	-1%	-32%	-27%	-48%	-11%	-33%	-8%	-35%
No.Carolina	-10%	-29%	-6%	-26%	-11%	-27%	0%	-17%	-28%	-36%	-47%	-49%	-24%	-20%	-16%	5%
So. Carolina	11%	-32%	17%	-44%	103%	-10%	64%	-29%	37%	-15%	-25%	-25%	1%	4%	69%	50%
Tennessee	13%	19%	4%	-21%	4%	-41%	-1%	-32%	-9%	-28%	-24%	-22%	-23%	13%	-26%	-5%
East Region	3%	-4%	6%	-21%	15%	-20%	24%	-10%	-6%	-20%	-41%	-39%	-23%	-16%	-19%	-13%
Total	-11%	-15%	6%	-14%	12%	-16%	6%	-20%	-33%	-46%	-46%	-51%	-10%	-14%	-11%	-11%

Orders and Average Communities by Product Type

Orders and Average Communities by Product Type																
	3Q21		4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	2,874	178.50	2,747	196.00	3,222	212.50	3,247	232.00	2,036	234.00	1,617	219.50	3,018	221.50	2,842	234.50
1st Move-Up	520	46.50	576	46.00	604	46.00	497	49.00	265	51.00	187	49.50	457	49.50	479	48.00
Other	47	6.00	44	5.50	48	5.00	23	4.50	9	4.00	4	4.00	12	3.50	19	2.00
Total	3,441	231.00	3,367	247.50	3,874	263.50	3,767	285.50	2,310	289.00	1,808	273.00	3,487	274.50	3,340	284.50

Orders and Average Communities by Product Type (Pct% of Totals)																
	3Q21		4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23	
	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities	Orders	Communities
Entry-Level	83.5%	77.3%	81.6%	79.2%	83.2%	80.6%	86.2%	81.3%	88.1%	81.0%	89.4%	80.4%	86.6%	80.7%	85.1%	82.4%
1st Move-Up	15.1%	20.1%	17.1%	18.6%	15.6%	17.5%	13.2%	17.2%	11.5%	17.6%	10.4%	18.1%	13.1%	18.0%	14.3%	16.9%
Other	1.4%	2.6%	1.3%	2.2%	1.2%	1.9%	0.6%	1.5%	0.4%	1.4%	0.2%	1.5%	0.3%	1.3%	0.6%	0.7%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Home Closings and Home Closing Revenue (CY/PY)

Closings and Home Closing Revenue CY/PY																
	3Q21		4Q21		1Q22		2Q22		3Q22		4Q22		1Q23		2Q23	
	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue	Closings	Revenue
Arizona	24%	35%	8%	33%	12%	44%	13%	42%	13%	31%	-21%	-18%	-22%	-28%	-9%	-16%
California	-11%	-12%	-21%	-20%	-1%	9%	-19%	-12%	9%	33%	17%	26%	-2%	-5%	30%	27%
Colorado	-21%	-9%	-10%	12%	-25%	-8%	-12%	3%	15%	23%	22%	28%	22%	23%	37%	30%
West Region	3%	4%	-4%	5%	0%	18%	-2%	11%	12%	31%	-5%	5%	-9%	-10%	8%	7%
Texas	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%	37%	43%	20%	22%	4%	8%
Central Region	-4%	10%	-10%	6%	-9%	9%	-9%	5%	20%	30%	37%	43%	20%	22%	4%	8%
Florida	14%	12%	-20%	-13%	5%	19%	-1%	6%	10%	19%	86%	90%	-3%	2%	11%	19%
Georgia	-22%	-17%	4%	22%	-13%	2%	5%	30%	-16%	2%	65%	71%	12%	6%	34%	24%
No.Carolina	26%	48%	19%	40%	-1%	11%	9%	24%	-8%	2%	9%	12%	-6%	-8%	6%	1%
So. Carolina	18%	24%	17%	29%	42%	43%	63%	57%	60%	54%	71%	48%	-3%	-4%	23%	27%
Tennessee	27%	28%	-26%	-16%	17%	37%	-6%	11%	9%	32%	97%	126%	-28%	-18%	-7%	2%
East Region	13%	19%	-4%	9%	5%	18%	6%	19%	5%	15%	57%	60%	-5%	-3%	12%	13%
Total	4%	10%	-6%	6%	-1%	15%	-2%	11%	12%	25%	29%	32%	1%	1%	8%	10%

Home Closing Gross Margins and Real Estate Stats

Home Closing Gross Margin												
	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Home Closing Revenue	\$ 1,133,221	\$ 1,409,160	\$ 1,079,982	\$ 1,264,643	\$ 1,251,435	\$ 1,498,813	\$ 1,245,456	\$ 1,408,947	\$ 1,569,032	\$ 1,984,063	\$ 1,261,923	\$ 1,543,021
Cost of Home Closings	(889,654)	(1,071,375)	(813,327)	(919,342)	(879,759)	(1,064,068)	(867,807)	(964,208)	(1,118,394)	(1,484,071)	(979,462)	(1,166,041)
Home Closing Gross Profit	\$ 243,567	\$ 337,785	\$ 266,655	\$ 345,301	\$ 371,676	\$ 434,745	\$ 377,649	\$ 444,739	\$ 450,638	\$ 499,992	\$ 282,461	\$ 376,980
Home Closing Gross Margin	21.5%	24.0%	24.7%	27.3%	29.7%	29.0%	30.3%	31.6%	28.7%	25.2%	22.4%	24.4%

Other												
	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Total Lot Supply	47,875	55,502	58,085	63,336	69,767	75,049	75,176	71,096	66,348	63,182	60,942	59,683
Owned Lots (% of total)	58%	59%	60%	63%	64%	65%	65%	66%	69%	73%	75%	76%
Completed Spec Homes	314	224	154	115	68	67	41	92	301	757	975	801
Incomplete Spec Homes	1,962	2,295	2,118	2,439	2,691	3,113	3,203	4,360	4,372	4,134	2,890	3,672
Average Specs/ Ending Community	11.2	12.9	11.2	11.3	11.7	12.3	12.1	14.7	17.0	18.0	13.9	15.4
Cancellation Rate	12.6%	13.6%	10.8%	7.8%	10.2%	12.2%	9.6%	12.9%	29.8%	39.3%	15.1%	11.5%

Home Buyer Mortgage Statistics

MTH Mortgage Statistics (based on backlog at quarter-end)

	3Q20	4Q20	1Q21	2Q21	3Q21	4Q21	1Q22	2Q22	3Q22	4Q22	1Q23	2Q23
Average DTI	38%	38%	38%	38%	38%	39%	40%	41%	41%	41%	41%	41%
Average FICO score	728	733	735	733	734	736	737	737	735	735	736	734
Average Down Payment	13%	13%	13%	14%	14%	15%	15%	16%	16%	16%	15%	16%
Loan Type (% of total):												
Conventional	64%	66%	69%	72%	72%	75%	74%	75%	76%	74%	69%	66%
FHA	22%	20%	17%	15%	15%	14%	15%	14%	14%	17%	21%	22%
VA	13%	13%	13%	12%	12%	9%	10%	10%	9%	8%	10%	12%
Jumbo	0%	0%	0%	1%	1%	2%	1%	1%	1%	1%	0%	0%
USDA	1%	1%	1%	0%	0%	0%	0%	0%	0%	0%	0%	0%